PLAY METER

UPDATE EDITION

Volume 6, Number 18 October 1, 1980

Game Plan: capital transfusion coming

AES Technology Systems, Inc., parent company of the Game Plan coin-op games manufacturer, has sold certain small office machines interest for $15 million plus royalties on that equipment's sales, in order to infuse working capital into the money-losing Game Plan.

Bliss & Laughlin Industries Inc. delivered $1 million in earnest money to AES Technology pending a definitive agreement by the stockholders of both AES and Bliss & Laughlin. If the agreement to sell AEA interests were not consummated, the $1 million will be converted to a subordinate term loan to AES, according to a joint statement from the two corporations July 25.

The agreement would allow AES to retire its debt and provide "significant working capital for the Game Plan subsidiary which has continued to experience cash flow difficulty and losses," said the announcement mailed from Game Plan in Addison, Illinois.

A statement to Game Plan employees from Vice President and General Manager Wendell McAdams said: "We are happy to announce that Game Plan has resolved its financial problems and will now be able to go forward and assume its rightful place in the coin machine industry. Game Plan has not changed ownership and will continue operation under the same general management team," said McAdams.

The agreement provided for the sale of AES document processing and control interests to Bliss & Laughlin but excluded sale of Game Plan, its wholly-owned subsidiary.

Bliss & Laughlin would acquire the AES Technology Check Mate equipment—a product used by banks and industries in document processing and control—with patents and the AES Technology Envelope Opener—a chemical process high-volume opener.

Game Plan manufacturers and markets coin-operated pinball games and slot machines.

McAdams said it is important for Game Plan staff to "give their best efforts to design and manufacture innovative, high quality products that will improve our position in the marketplace. This will insure that all employees will benefit from a profitable, well-operated organization."

Danielson bill asleep for '80

H.R. 977, the Danielson Bill before Congress, which would have hiked the jukebox fee of $8 by 12½ percent, has been postponed by action of a House subcommittee and the bill's sponsor.

AMOA and state associations strongly opposed the bill this year to increase jukebox royalties to recording artists and record manufacturers. Many operator members drafted letters of opposition and wrote their congressmen.

In a reply to a New Orleans constituent, Congresswoman Lindy Boggs reported that a subcommittee of the House Judiciary Committee on May 15 "after lengthy discussion did not report the bill (H.R. 997) to the full committee."

Boggs said, "Because of the uncertainty and delay, the bill's sponsor, Representative Danielson, requested that the bill be withdrawn from consideration. Therefore, it is highly unlikely that there will be any further action on the bill during the 96th Congress."

Further developments on the jukebox royalty bill will be reported in PLAY METER.

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Stern jukebox output to begin

Stern Electronics, Inc. has completed the purchase of major assets of Seeburg Corp., which filed a Chapter 11 bankruptcy petition last October.

Stern's acquisition of Seeburg under the terms of a more than $2 million plan approved July 28 by federal bankruptcy Judge Lawrence Fisher in Chicago.

Stern expects to begin production of some 35 Seeburg jukeboxes per day, as early as October. Moving of Seeburg manufacturing equipment into Stern facilities on Chicago's Near Northwest side began shortly after Fisher's approval of the purchase plan.

But for 450 laid-off Seeburg employees, there was no prediction of rehiring by the new ownership. Published reports in Chicago said Stern's own some 200 laid-off employees—idled during recent slumps in pingame production were to be rehired first.

Stern Electronics was to commit $3-$4 million additional capital to start production of jukeboxes.

Kaye Co. expands with Belam

The Irving Kaye Company, Inc. has announced the expansion of the market areas covered by Belam Florida Corp. The counties of northern Florida and the state of Georgia have been added. Belam is now the exclusive Kaye distributor for the entire states of Florida and Georgia.

Howard Kaye said, "The Belam Florida Corp. is one of the most dynamic distributorships in the nation today, and we believe this realignment and expansion of Belam's territories will aid their sales efforts and provide even more strength for the Kaye Co. products in the states of Florida and Georgia."

To launch this appointment some special promotions are underway. Large stuffed lions will be given away to all volume purchasers of the new *Lion's Head* Model pool table, and additionally, a sweepstakes will be held whereby any operator in Kaye's market who purchases a new Kaye pool table before November 1, 1980 will be given an entry in a drawing for one of the prestigious *Lion's Head* model pool tables.

This drawing will be held and the table awarded to the lucky winner at this year's AMOA convention.

Matt Russ, Rowe VP, congratulates Branch Manager Bill Gillam for award.

Rowe plays host at Jacksonville

Rowe International, Inc., Distributor Operations, recently held a grand opening for Rowe-Jacksonville's new facility. Jacksonville's modern building is a combination showroom, parts department, and warehouse ideally suited for the distributing sector, said William G. Gillam, branch manager. An overflow crowd of both suppliers and customers turned out for the official opening.

During the event, Matt Russ, vice president of Distributor Operations, presented Rowe's "Million Dollar Roundtable Award" to Branch Manager Gillam. The award is in recognition of excellence in sales achievement.

The Jacksonville branch serves central and northern Florida as well as southern Georgia.

AMOA exhibit space all booked; seminars scheduled for no conflict

All exhibit space for the 1980 AMOA International Exposition of Games and Music was reserved by late June, reported Fred M. Granger, executive vice president of the association. "Never before," he said, have we had a 'sold-out' show at this early date."

A number of manufacturers were on a waiting list to pick up any space at the Chicago show that might open. New exhibitors were signed up, and stands for companies from Japan, England, Canada, Italy, and the Netherlands will display their equipment at the 1980 Expo.

Three industry seminars are scheduled for the 1980 AMOA Show, announced Norman Pink, chairman of the Expo Seminar Committee. Friday, October 31 will feature a well-known national speaker, followed by an operators panel. Saturday morning, November 1 will have a mini-seminar providing two knowledgeable speakers to operators. Sunday, November 2 will have the final operator panel scheduled to begin at 8:30 a.m.

"All industry seminars will not conflict with the scheduled times the Exposition hall is open," Pink stressed.

A special meeting for state associations will be held on Thursday, October 30 at the Conrad Hilton Hotel, beginning at 3:00 p.m. and concluding at 5:00 p.m. Officers and directors of state associations were urged to attend. Those interested in forming a state association were advised they could benefit from the meeting.

Advance registration materials will be sent to AMOA members with upcoming issues of the AMOA's newsletter and will include more information on the industry seminars' speakers and topics.

PLAY METER will also carry advance information on the show.

The Expo schedule:
Thursday, October 30: Registration desk open, 9 a.m.—5 p.m.; Friday, October 31: Registration desk open, 8:30 a.m.—5:50 p.m.; Expo open, 12 noon—6 p.m.; Ladies Lunch and program, 12:30 p.m.—2 p.m.; Exhibitor hospitality suites open in the evening.

Saturday, November 1: Registration desk and Expo open 10 a.m.—6 p.m.; AMOA brunch and business meeting, 11:30 a.m.—1 p.m.; Sunday, November 2: Expo open 10 a.m.—4 p.m.; cocktail hour, 6 p.m.; gala banquet and show, 7 p.m.—midnight.

Warner: record quarter 1980

Warner Communications Inc. reported record second quarter 1980 results in revenues, net income, and earnings per share. Earnings per share of 90 cents were 18 percent above the previous record of 76 cents earned last year. Net income of $25,584,000 was up 27 percent from $20,192,000. Revenues rose to $449,905,000, compared to $348,131,000 last year.

For the six months ended June 30, earnings per share were $2.13, up 12 percent. First half net income of $60,599,000 showed an increase of 19 percent from $51,010,000. Revenues for the first six months rose to $876,945,000 from $783,275,000. These were all first-half records.

Commenting on the second quarter results, Warner Communications' Chairman Steven J. Ross said, "Atari led the Toys and Games Division to the highest quarterly earnings in its history and was responsible for WCI's record second quarter operating income. This, combined with the favorable effects of a number of non-operating factors, produced these excellent second-quarter earnings," said Ross. "Both domestic and foreign recorded music revenues increased slightly; operating income declined 20 percent essentially due to lower foreign earnings. A flow of releases by major artists, which started late in the second quarter and will continue into the third quarter, should have a positive impact on results for the remainder of the year."

Ross continued, "Filmed entertainment earnings were substantially lower than a year ago, when 'Superman' and 'Every Which Way But Loose' were in worldwide release. However, gains in feature film licensing to television and television series partially offset the theatrical declines."

The WCI chairman added, "Publishing and related distribution had lower revenues and operating income, primarily due to the absence of substantial royalties earned last year from the film 'Superman.'"

Atari record quarter

"As a result of explosive growth at Atari, the Toys and Electronic Games Division had an excellent second quarter, with revenues more than doubling," said Ross. "Operating income of $16,179,000 compares to a loss of $1,675,000 last year. This was the highest quarterly profit in the division's history.

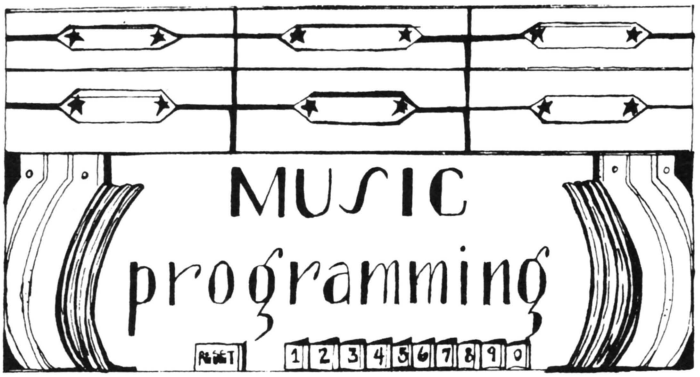
"Atari's coin-operated games and consumer video games were both sharply ahead of a year ago, accounting for the division's improvement," according to Ross.

Revenues were also above last year's levels at Knickerbocker Toy and Malibu Grand Prix, he said.

Dividend, interest, and other income was higher for WCI than in 1979's second quarter, as a high level of interest income wasgenerated from WCI's cash position. Capitalized inteest pursuant to the requirements of the new accounting standards resulted in reduced interest expense.

On July 7, a merger between Garden State National Bank and Fidelity Union Bancorporation went into effect. As a result, WCI received $54 million in cash and notes for its 63 percent interest in Garden State.

Warner Communications is involved in the communications and entertainment fields through its operations in recorded music and publishing (Warner Bros. Records, Elektra/Asylum Records, Atlantic Records, WEA Corp., WEA Manufacturing, WEA International, and Warner Bros. Music), motion pictures and television (Warner Bros. Pictures, Panavision, and other branches), publishing (Warner Books, Mad Magazine, DC Comics, and Warner Publisher Services), toys and electronic games (Atari, Inc., Knickerbocker Toy, and Malibu Grand Prix), cable television (50 percent-owned Warner Amex Cable Communications), and through Warner/Lauren and Cosmos Soccer operations.



By Pat Matthews

Program Director
WQUE New Orleans

Tunes to go back to school by:

Waylon, Chicago, Simon, Simon, and more hitmakers

Ready for the "back to school blitz"? Well, kind of hang loose and prepare yourself for an avalanche of sound in the coming months. This is not to say we haven't had our share of good material lately. Because we have. And what a relief it's been! Fortunately the stale sounds of 1979 haven't lingered into the new decade.

THEME FROM THE DUKES OF HAZARD (GOOD OL' BOYS) — WAYLON JENNINGS—RCA/JB-12067

It's definitely familiar enough. A hit show which weekly features the music of the #1 outlaw himself has finally spawned a single release which can be played on the radio, as well as on T.V. You don't have to like the show to appreciate the song, either. Which is nice. Should do well country speakin', but I doubt if there will be any cross-over activity: *9 out of 10.*

THUNDER AND LIGHTNING— CHICAGO—Columbia/1-11345

Yes, they're back. And with a back to basics lineup, group-wise. Horns are in the forefront once again for one of the most celebrated ensembles in the history of popular music. This one's a toe-tapper with those very recognizable vocals of Robert Lamm. It's the Chicago of old certain to score big like the Chicago of old! *8 out of 10 or better.*

MAKE ME A STAR—KC—TK Records/TK-1038

What happened to the Sunshine Band? Who knows? Wherever they are, H.W. Casey (KC) should find them. This has got to be one of the most self-centered, egotistical sounding records I've ever heard. The lyrics may be sung by Mr. Casey asking someone (a radio listener?) to "please make me famous". But, we know what he really means. It's from the appropriately titled lp "Space Cadet". I know a few...and now I know of another one. No rating since it's obviously going nowhere.

LATE IN THE EVENING—PAUL SIMON—Warner Brothers/WBS 49511

The man is a genius. He hasn't done much recording for the past two years, but if this single is any indication of the writing he's been doing in that span....look out! Already the most added record out of the box since who knows when, this Phil Ramone (Billy Joel fame)-produced single is the best song *and* record to be released in some time. It's typical Paul Simon, meaning it's all about his growing up years, it's fun to listen to—and it's a smash! Headed straight to the top. *10 out of 10.*

XANADU—OLIVIA NEWTON-JOHN/ELECTRIC LIGHT ORCHESTRA—MCA/MCA-41285

It's so ELO! It's so Olivia! It's such a tremendous record! Penned by Jeff Lynne of ELO, this title tune from the much-awaited motion picture is also headed straight to the top of the American charts. It's already been to the number one spot in England and the world is ripe for it. The best song on one of the finest and most overlooked lps of the summer is destined to sweep you off your feet. *10 out of 10—pick up your copy and see why!*

The records are rated as follows: 10 out of 10 = Top 10 peak; 9 out of 10 = Top 20 peak; 8 out of 10 = Top 30 peak; 7 out of 10 = Top 40 peak; 5 or 6 out of 10 = Somewhere in Top 100; 4 or less = Forget it, loser, break in half.

NO NIGHT SO LONG—DIONNE WARWICK—Artista/AS0527

I'm glad the Barry Manilow-produced come-back lp ("Dionne") was no "flash-in-the-pan". This time the lady with the velvet voice has shed Barry, but lost nothing in the transition. She's released another lp that is just full of potential hit single material produced by Steve Buckingham. This single is, of course, a ballad-a beautiful one at that. It's written by Richard Kerr and Will Jennings, who have penned many a hit for Mr. Manilow and also wrote Ms. Warwick's come-back hit of last year, "I'll Never Love Like This Again". Try this on for size....you won't be sorry. *9 out of 10.*

I HEAR YOU NOW—JON & VANGELIS—Polydor/PD 2098

Okay, a brief explanation. Jon is Jon Anderson, the former lead singer and songwriter of Yes. Vangelis is....anybody's guess. He insists on being known by one name, but, as it turns out, is a very talented gentleman. He co-wrote the lp ("Short Stories") along with Mr. Anderson and plays all the instruments. Jon does the singing. Confused? Don't be. It's a beautiful single from a lovely album of song. Heavily synthesized, the feeling of the song is definite Yes. And the consensus of opinions on the record is a definite *yes.* Could be a real "sleeper": *7 out of 10 or more.*

ROCK IT—LIPPS, INC.—Casablanca/NB 2281

Not one to rest on his laurels, Steven Greenburg, the genius behind this last vestige of disco undertaking, is at it again. He's produced another catchy disco song and it's headed for the top. You know, if the Disco phenomena would have involved tunes like this and their release dates would have been evenly spaced, instead of the "everybody and their mother" singing Disco songs experience of last year, it might have caught on. *9 out of 10, at least.*

JESSE—CARLY SIMON—Warner Brothers/WBS49518

Who is she singing about? I hope it's not James. It's all about a girl who's fed up with a guy who has given her a bad time. It's something a lot of girls *and* guys can relate to. And like any fickle love, she invites Jesse back into her life at the end of the song. Sounds a lot like life....and that's what the music of Carly Simon has always been about. The music is in the "You're So Vain" vein and is a guaranteed smash: *10 out of 10.*

Bally marks top earnings, revenues at high tide

Robert E. Mullane, chairman and president of Bally Manufacturing Corporation, announced that Bally had achieved record revenues, new income, and earnings per share for the second quarter and first half of 1980.

For the three-month period ended June 30, revenues were a record $178,400,000, as compared to the previous record of $98,400,000 reported in 1979. Net income was $14,383,000, compared to $11,884,000 earned in the second quarter of 1979. Earnings per share for the quarter were 54 cents, also a record, versus the 44 cents per share recorded for the 1979 second quarter.

For the six months ended June 30, 1980, Bally revenues were a record $330,900,000, as compared to the $190,500,000 reported for the first half of 1979. Net income for the first half was $22,432,000, also a record, compared to $21,940,000 in the first half of 1979. Earnings per share for the six-month period were 85 cents, versus the 83 cents per share reported a year previously.

Bally's Park Place, Inc., an 83 percent-owned subsidiary which operates a hotel and casino in Atlantic City, N.J., contributed $51,100,000 and $89,600,000 to Bally's consolidated revenues in the three- and six-month periods, respectively. Revenues from Park Place, Inc. in the similar periods in 1979 were termed insignificant, as the facility was not opened until December of 1979. The contribution of Park Place to consolidated results, net of income taxes and minority interests, in the second quarter was $1 million, or 4 cents per share, and for the six months, it was a loss of $2.4 million, or 9 cents per share.

Mullane, commenting on the second quarter results, noted that he was "particularly pleased by the profitability achieved by Bally's Park Place and that the revenues and earnings from Bally's manufacturing, distributing, and equipment operating divisions continued strong.

"In particular, Midway Manufacturing Co., our amusement arcade game manufacturer, as well as our Aladdin's Castle family arcade centers, both reported record revenues and earnings," said Mullane.

Commenting on the outlook for the remainder of 1980, Mullane said that "we fully expect 1980 to be another record year in revenues and earnings for Bally."

The board of directors of Bally Manufacturing Corporation has declared a regular cash dividend of 2½ cents a share on the company's common stock, payable August 20, 1980, to stockholders of record on August 1, 1980.

The new All-American women's champions in the Billiard Congress of America's 8-Ball Team Play, Burt's Girls of Colorado Springs took trophies recently while BCA President Jim Wilhem gave congratulations.

George R. Simkowski

Gottlieb tags VP

The appointment of George R. Simkowski as vice president/marketing of D. Gottlieb & Co., effective August 1 was announced by Robert W. Bloom, president. Simkowski has been serving the company as its marketing consultant since October of 1979.

Bloom noted Simkowski's more than 25 years of both domestic and international marketing experience. For the past four years he has been president of Sim-Co Marketing, Inc., his own marketing consulting firm. Prior to that, his corporate affiliations included the Bell & Howell Company, where he served as president of the Consumer Products Division, the Admiral Group of Rockwell International, the Norge Division of Borg Warner Corporation, and Webcor, Inc. His consulting clients included Columbia Pictures, Wolverine, World Wide, Magavox Electronics Company, and Quasar Electronics Company.

"George Simkowski is a product oriented executive", stated Bloom. "His reputation as a successful marketer stems from the fact that he works with the needs of the marketplace and then implements constructive programs with great vigor and enthusiasm. He was introduced to Gottlieb distributors at our sales convention in January and has personally visited several distributorships since then," Bloom concluded.

Simkowski stated that he welcomes the opportunity to work in an industry where newness, change, and excitement prevail. "I look forward to the challenge of helping D. Gottlieb & Company excel in every facet of the game business as it has for 53 years," he said.

Simkowski served as a Marine officer during the Korean conflict. He is a graduate of the University of Wisconsin.

TECHNICAL TOPICS

By Chuck Maier

Speaker volume control

Symptoms: volume control problems such as:

—a video game that cannot be adjusted down to a suitable audio level;

—a remote speaker requiring a volume control of its own;

—balancing a number of sound levels present in one location;

a simple solution, installing an "L" pad is discussed here.

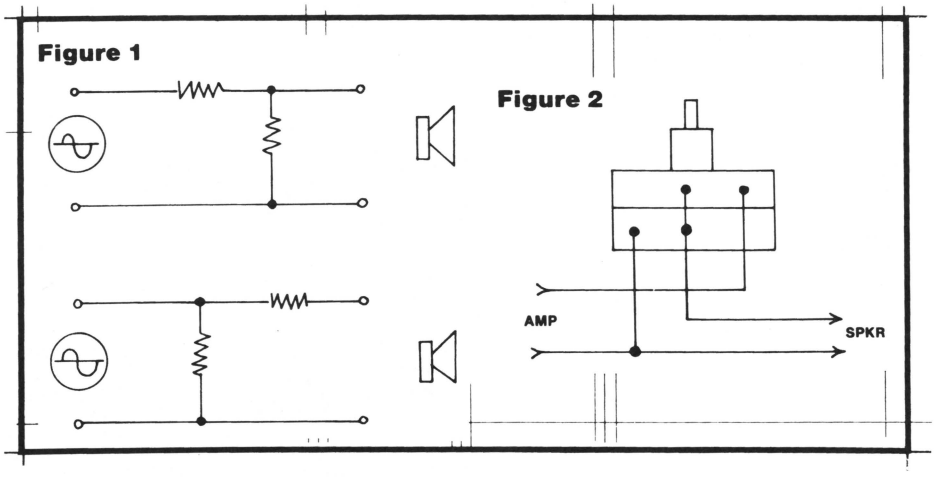
An "L" pad is used to control volume levels where a specific impedance must be presented to the source. An example would be the speaker hooked to a jukebox amplifier or sound board of a video or pingame.

The "L" pad consists of two resistors, one placed in either of the series arms and the other in the shunt arm (Figure 1). These resistors have such values that the image impedance of the pad remains constant regardless of the volume level.

Hookup is simple: the unit connects into the speaker lines (Figure 2). Three connections are made, one common to both input and output (i.e., ground), one to the source, the other to the speaker.

The "L" pad can be left in the machine or mounted in a metal box for external control. Many types are available for situations needing mono, stereo, high wattage, or high impedance amps and speakers.

—*Courtesy of* Star-Tech Journal, *Merchantville, New Jersey*



New branch for World Wide

On July 10, 1980, World Wide Distributors, Inc., of Chicago invited Michigan operators to a grand opening of their branch office in Mt. Clemems, Michigan, at 36339 Groesbeck Highway.

Nate Feinstein and Fred Skor, executives of World Wide, said they were pleased with the Mt. Clemens facility and the favorable impression it made on the Michigan operators. The modern branch office provides ample space for display of game and music lines—new and used—plus a separate parts department.

In addition, an enlarged service department headed by Chief Technician Jerry Aiello includes all necessary electronic testing fixtures to assure customers of immediate repairs.

Jeffrey Neumann, branch manager for World Wide Distributors since January 1980, is well known to Michigan operators. For the past four years he has been selling games and phonographs throughout the state. "As branch manager for a leading distributor the size of World Wide," stated Jeff, "my capacity to give customers personal service and unlimited choice of equipment has been greatly enhanced."

Marcus at helm of Empire Dist.

Robert E. Mullane, chairman and president of Bally Manufacturing Corp. announced the appointment July 11 of Jerome Marcus as president of Empire Distributing Company, a wholly owned subsidiary of Bally.

Marcus was formerly executive vice president of Empire, which is located at 2828 North Paulina Avenue in Chicago and operates five major distribution centers in the Midwest. In addition to distributing the full line of Bally pinball and Midway video games throughout the Midwest, Empire distributes amusement equipment manufactured by other companies.

Marcus, who is 50 and lives in Deerfield, Illinois, joined Empire in 1976. He has been associated with the coin-op industry for 23 years.

Joseph Robbins preceded Marcus as president of Empire.

Jerry Marcus

Atari game arcade aids worthy cause

Atari recently co-sponsored a game arcade as part of a fund-raising event over the Fourth of July weekend. The event called "Tapestry in Talent" is an annual affair sponsored by the San Jose, California, Parks and Recreation Department and San Jose Youth Commission to benefit area youth programs. It was estimated that more than one million people attended the three day event which featured a wide variety of crafts, food booths, and entertainment.

In addition to proceeds from game play, Atari T-shirts, belt buckles, key chains, and posters were sold to enthusiastic players at the arcade.

A local radio station sponsored a youth music stage nearby and helped to publicize the game arcade.

A large store in the festival area was donated by a local businessman for the arcade. Nineteen Atari games, including ten *Asteroids* were placed in the building.

As part of the plan to draw players to the arcade, an *Asteroids* tournament was held each afternoon. Prizes were awarded for the three highest daily scores.

Proceeds from the event will be used for recreation equipment, teen drop-in centers, and other needs of the youth program. Many families attending discovered the fun of playing electronic games, knowing that the proceeds would benefit community youth.

Distributors and operators across the country can capitalize on this idea by seeking opportunities to become involved with worthwhile causes in their communities.

New NAMA directory lists over 2,000 units

The 1980 Directory of Members of the National Automatic Merchandising Association (NAMA), listing nearly 2,000 vending and food-service management units, as well as equipment and product manufacturer members, has just been issued, according to Mildred B. Larson, director of membership services.

Organized by states and cities, the operator directory provides information about the types of services and products offered by each firm and whether the company operates a food preparation commissary or office coffee services.

NAMA member firms receive one copy free and may order additional copies at $2.50 each. The directory is available to non-members of NAMA at $75 per copy. Orders should be addressed to NAMA at #7 South Dearborn Street, Chicago, Illinois 60603.

COIN NOTES: EUROPE

Crompton into video

LONDON—Alfred Crompton Ltd. is reported ready to enter the video field with an agreement to manufacture Sigma's *Red Tank* under license in Britain.

Jim Crompton of the Ramsgate firm told the coin trade press that the game machine was to be the first of a new line of videos planned for manufacture by Cromptons. A line of three or four different videos were anticipated to be exhibited at the London Preview, October 1-2 at the Cunard Hotel, Hammersmith. These games would have a variety of sizes offering six or more separate machine modes, said Jim Crompton.

"We have been studying video manufacture for quite a time now and for the past eight months have had manufacturing methods under intensive investigation," he said. "We feel it is absolutely essential that we diversity as far possible in the present climate of the industry."

The company reported high money earnings from *Red Tank*, compared to other videos in its arcade test site at Margate.

Brussels a sell-out

Eurautomat was reported to be a sell-out in July by the managing director of the Belgian trade show. O. de Munck said extra exhibit space adjoining the Rubens Hall in Expo Rogier Center has been sought for housing more exhibitors in the Brussels show.

Eurautomat dates are September 23—25.

'Talking' video

The first talking video game to be launched on the British market was unveiled at the opening of Gayton Games' new showrooms in Northampton in mid-July.

The game was *Space Echo*, an upright color video with a space theme. Built by Gayton using electronics imported from Japan, the game features space ships which fly across the screen and fire missiles at the player's sideways-moving launcher. The spaceships then maneuver into position to carry off one of the player's men to their own battlefield, collecting in the top left corner. During the battle, the "kidnapped" men cry out "Help me!" amid the sound effects of "Bonus" for high score, among other phrases.

classified

STUCK AT 25-cent PRICING-UNABLE TO GO TO 50-cent PLAY OR 60/40 SPLITS? Go to 35-cent play and increase your income 40 per-cent. Conversion kit to convert any pinball, T. V. , or shuffle to 35-cents. Available for only $74.85. Send check or money order to LA SALLE VENDING CORP. , 10 Van Cortlandt Ave. East, Bronx, N. Y. 10468. Specify manufacturer of game you want to convert.

I. C. C. Spitfire & Sky Tack Parts. We have a complete inventory. Send for our price list. Logic Card Special $195. BILL GROSSMAN & ASSOCIATES, Box 5421, Incline Village, NV 89450

VIDEO PINBALL CONVERSION KIT Super special $179. Includes logic board, harness assembly, all controls, color field overlay, full instructions. BILL GROSSMAN & ASSOCIATES, Box 5421, Incline Village, NV 89450. (702)831-2990.

WANT TO MAKE CONTACT with serious coin collectors. Send name and address to Sedlak, #7 Hillview Cr., Poughkeepsie, N. Y. 12603.

WANTED: Used Love Testor machines and slot machines (any condition-parts also). AUTOMATIC NOVELTY-Roger (312)849-4041.

FOR SALE: Used Poker machines!! Mirco, Gametron, Sircoma, Venture Line, etc. Call (502)895-0636 or write MODERN MUSIC, 6925 Ambridge Circle, Louisville, KY 40207.

FOR SALE: 8 Wurlitzer wall boxes—model 5225, 100 selections with speakers/ 8 Wurlitzer wall boxes—model 5225A, 100 selections without speakers. $25.00 each. B & J VENDING, Warren, MICH (313)751-0722.

WOODWORKING MANUFACTURING PLANT looking to make cabinets for video or other games. Capacity for high or low volume levels. competitive prices. Contact UNITED CABINET COMPANY (division of United Billiards), P. O. Box 37, Union, NJ 07083.

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